

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 EA-11 ADP-00 AID-20 CIAE-00 COME-00

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12

CIEP-02 LAB-06 SIL-01 OMB-01 SAJ-01 NSC-10 SS-15

STR-08 CEA-02 L-03 H-02 DODE-00 PA-03 USIA-12 PRS-01

OEP-01 INT-08 SCEM-02 PM-09 GSA-01 RSR-01 /189 W

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R 120952 Z APR 73

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 6598

INFO AMEMBASSY PARIS

AMEMBASSY SINGAPORE

AMEMBASSY TAIPEI

C O N F I D E N T I A L HONG KONG 3592

E. O. 11652: XGDS-1

TAGS: ENRG ETRD CH US

SUBJECT: US STEEL AND OTHER AMERICAN FIRMS INVITED TO CANTON
FAIR

SUMMARY: US STEEL CORPORATION (USS) HAS RECEIVED INVITATIONS
FOR TWO EXECUTIVES TO ATTEND THE SPRING CANTON FAIR. ALTHOUGH
THE CHINESE HAVE PRINCIPALLY SHOWN INTEREST IN OIL DRILLING
RIGS PRODUCED BY A DIVISION OF USS, USS PLANS TO DISCUSS A
VARIETY OF OTHER BUSINESS PROPOSITIONS WHILE IN CANTON.
THIS CABLE ALSO LISTS AMERICANS OR US FIRMS WHICH CONGEN
KNOWS TO HAVE RECEIVED FAIR INVITATIONS AS OF APRIL 12, 1973.
END SUMMARY.

1. GLENN DAVIS, VICE PRESIDENT, US STEEL INTERNATIONAL,
INFORMED CONGENOFFS APRIL 12 THAT HIS PARENT COMPANY, US
STEEL (USS) HAS RECEIVED INVITATIONS FOR TWO EXECUTIVES TO
ATTEND THE SPRING CANTON FAIR OPENING APRIL 15. DAVIS SAID THE
INVITATIONS COME AFTER 18 MONTHS OF COMMUNICATIONS BETWEEN USS
INTERNATIONAL AND THE PRC (PRINCIPALLY THE CHINA NATIONAL METALS
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AND MINERALS IMPORT AND EXPORT CORPORATION). THE TWO EXECUTIVES WILL BE USS VICE PRESIDENT V. P. MACKENZIE, WHO WILL COME FROM THE US, AND SINGAPORE- BASED DRILL RIG EXPERT J. M. HARVEY, A CANADIAN. THE TWO MEN PLAN TO PROCEED TO THE FAIR ON OR ABOUT MAY 1.

2. ACCORDING TO DAVIS, THE MAJOR AREA IN WHICH THE CHINESE HAVE SO FAR EXPRESSED INTEREST IS OIL DRILLING RIGS FROM USS' S OIL WELL SUPPLY DIVISION. THIS DIVISION MARKETS COMPLETE OIL RIGS, FOR USE ON AND OFFSHORE, INCLUDING PIPES, CASINGS, BITS AND OTHER RELATED EQUIPMENT.

3. IN ADDITION TO OIL RIGS, USS WILL ALSO BE PREPARED TO DISCUSS A VARIETY OF STEEL AND OIL EQUIPMENT TECHNOLOGY WHICH MIGHT BE SOLD TO CHINA. USS HAS ALSO RECEIVED A FIRM CHINESE INQUIRY FOR WIRE ROPE AND WILL RESPOND WITH A FIRM OFFER IN CANTON. WITH THE RECENT DEVALUATION OF THE US DOLLAR, USS FEELS ITS ORDINARY STEEL PRODUCTS MAY NOW BE REASONABLY COMPETITIVE IN ASIAN MARKETS, BUT UNDER PRESENT TIGHT WORLD MARKET CONDITIONS USS IS FULLY COMMITTED TO OTHER CUSTOMERS AND DOES NOT HAVE ADEQUATE QUANTITIES TO OFFER THE CHINESE AT THIS TIME. ON THE BUYING SIDE, USS WILL BE LOOKING FOR PRC TIN AND FLUOR-SPAR, IF THE PRICE IS RIGHT.

4. AS OF APRIL 12, CONGEN KNOWS OF FOLLOWING ADDITIONAL AMERICANS OR US COMPANIES WHICH HAVE RECEIVED FAIR INVITATIONS. WHERE KNOWN, INDIVIDUAL COMPANY REPRESENTATIVES ARE SHOWN IN PARENTHESES, AND THOSE COMPANIES OR PERSONS THAT HAVE PREVIOUSLY VISITED THE PRC ARE DENOTED BY ASTERISKS.

- 1) CONTINENTAL OIL COMPANY (CONOCO) (SEE HK 3 220)
- 2) CALTEX, HONG KONG (S. H. CHOW)
- 3) MOBIL, HONG KONG (JOHN SOONG)
- 4) DOW CHEMICAL, HONG KONG, LTD. (ROBERT LUNDEEN)
- 5) SQUIBB (FAR EAST) LTD. (FREDERICK BROWN, BRITISH CITIZEN)
- 6) NATIONAL MACHINE TOOL BUILDERS ASSOCIATION (JAMES A. GRAY)

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- 7) ELECTRONICS INDUSTRY ASSOCIATION (MR. SABOLSKI)

- 8) WOOSTER BRUSH COMPANY (HENRY LEE)#
- 9) MONSANTO (JOHN TUNG)#
- 10) ALBERT LEE CO., HONG KONG (ALBERT LEE)#
- 11) ALVIN FLOREA, FLOLINE- COBID, HONG KONG (GOING ON BEHALF
OF A SWEDISH FIRM)#
- 12) TRANS OCEAN IMPORT COMPANY, NEW YORK (CHARLES I. ROSTOV)#
- 13) CHINA TRADE BUSINESS SERVICES, INC. (DANIEL TRETIAK)#
- 14) JOSEPH BENDY, EDITOR, CHINA SOURCES, HONG KONG
- 15) PAUL STRAUSS, HONG KONG- BASED FREELANCE JOURNALIST
- 16) MICHAEL MEALEY, TOKYO BUREAU CHIEF, MCGRAN HILL PUBLICATIONS#
- 17) R. H. MACY COMPANY, SAN FRANCISCO (ALBERT ARTIERES)#
- 18) MAY LEE COMPANY, NEW YORK#
- 19) OLIVIER INC., WALTHAM, MASS. (DANA I. ROBINSON)#
- 20) GLEASON WORKS, ROCHESTER, NEW YORK
OSBORN

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